



U.S. Department of Energy  
Energy Efficiency  
and Renewable Energy



# Recent Accomplishments & Future Goals

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**2009 Clean Cities Eastern States Coordinator Peer Exchange  
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## Coalition Status and Sustainability

- Current Status
  - Full-time, 501c3
  - Funds from SEO/EPA/DEQ/MARAMA/members/sponsors
- Membership Structure / Strategies
  - 4 Levels:
    - Coalition Stakeholder \$600
    - Gold Sponsor & Strategic Sponsor \$1,800
    - Diamond Sponsor & Strategic Partner \$3,000
    - Platinum Sponsor & Strategic Partner \$5,000
  - No real active recruiting, usually gain on project specific basis
  - Found best service we can provide (that people will pay for) is grant app package assistance/finding funding/meeting grant reporting requirements
  - Also accept in-kind contributions in place of dues (i.e. meeting space)



## Coalition Status and Sustainability

- Steps to Become Self-Sustaining
  - Continue relationship building!!!
    - SEO, EPA, DEQ, MARAMA, industry groups (sponsor meetings/events), stakeholders, USB, NBB/NBF, USDA, PDCs, etc.
    - Continue producing high quality work so keep funding us
    - Continue providing reliable and desired learning opportunities
  - Fiscal
    - More flexible money
  - Organizational
    - Build better support system (Board/committees)
    - Utilize internships and similar programs
    - Grow with market/remain flexible yet structured
  - Passion/working your butt off!



## Significant/Noteworthy Projects & Activities

Directly Managing Currently:

- VA-MD-DC E85 Infrastructure Project: 2 station openings 2009
- State Clean Diesel Grant Program 2009
  - Idle reduction pilot, propane school bus pilot, VA Biodiesel Grant Program
- EPA NCDC 2009
  - DPF transit bus retrofit, hybrid refuse trucks, propane school buses, natural gas refuse trucks
- Green Operators (GO) Pilot (SmartWay Drayage Pilot)
- Clean School Bus Project
  - DOC retrofits, propane school buses, idle redux





## Significant/Noteworthy Projects & Activities

- Hydrogen Education for Decision Makers: Video now available
- Natural Gas Fleet Conversion Tool Development
- Events
  - Recent Past:
    - Compelling Case Workshop
    - Medium-duty hybrid
    - Idle reduction meeting
    - Propane road show
    - NREL/DOE State & AF Provider Fleet Program EPAAct Workshop
  - Upcoming:
    - USB Biodiesel Workshops / Webinars
    - EV Road Show - August 19







## Lessons Learned

- Develop metrics and systems to track/report
  - eCivis?
- Media partnerships (i.e. MotorWeek)
- Unsolicited proposals work sometimes
- Two is better than one
- Have a plan to support projects that aren't funded at start
- Stakeholders will pay for grant writing support



## Goals for 2009 & Beyond

- Increase capacity: Hire Coordinator, Interns, Contractors, Beef up Board
- Implement tracking & reporting mechanisms mirroring ARRA - appears to be our future
- Work with mandated fleets & fuel providers to increase infrastructure
  - Open at least 2 new E85 stations (Norfolk, Richmond)
- Help bring all partners together for biggest natural gas project in state
- Continue with momentum from AOI4



## Goals for 2009 & Beyond

- Increase dues paying membership
- Successfully manage multitude of projects
- First Annual Advancing the Choice Expo
- Launch Virginia Green Fleets (thanks to Sam S & Ohio Green Fleets for guidance)
- Get with the Digital age

